

Message Text

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PAGE 01 GENEVA 06352 271105Z
ACTION STR-07

INFO OCT-01 EA-10 IO-13 ISO-00 STRE-00 AGRE-00 CEA-01
CIAE-00 DODE-00 EB-08 FRB-03 H-01 INR-10 INT-05
L-03 LAB-04 NSAE-00 NSC-05 PA-01 CTME-00 AID-05
SS-15 ITC-01 TRSE-00 ICA-11 SP-02 SOE-02 OMB-01
DOE-15 /124 W

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FM USMISSION GENEVA
TO SECSTATE WASHDC PRIORITY 8911
INFO AMEMBASSY TOKYO
USDOC WASHDC

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USMTN

ACTION STR PASS ELECTRONICALLY FOR BARREDA/HUGHES

COMMERCE FOR MONTGOMERY

EO 11652: N/A
TAGS: ETRD, GATT, MTN
SUBJECT: MTN: US REQUESTS FOR IMPROVEMENT OF JAPANESE
NON-AG TARIFF OFFER

1. US DEL HAS NOTED THAT MINISTER USHIBA IN RECENT SPEECH
TO TOKYO PRESS CLUB INDICATED A MAJOR JAPANESE TARIFF
CONCESSION WOULD BE IMPROVEMENT AND EARLY IMPLEMENTATION
OF ITS TARIFF OFFER ON FILM AND COMPUTERS. WE ARE
APPREHENSIVE THAT JAPANESE BELIEVE THAT MEETING US
REQUESTS FOR FURTHER TARIFF CUTS ON THESE TWO PRODUCT
AREAS WOULD LARGELY SATISFY US CONCERN WITH JAPANESE NON-AG
TARIFF OFFER.

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2. US DEL HAS CONTINUALLY STRESSED TO JAPAN DEL BROADER
US EXPORT INTERESTS IN JAPANESE MARKET. IN RECENT MEET-
INGS WITH MITI OFFICIAL UDAGAWA, WE MADE SPECIFIC POINT
THAT SATISFACTORY RESPONSE BY JAPAN TO US REQUEST LIST
WOULD HAVE TO BE ON FULL RANGE OF PRODUCTS. WE SUGGEST
THAT WASHINGTON AGENCIES, ESPECIALLY COMMERCE AND STR,
FIND OPPORTUNITIES DURING UPCOMING MEETINGS RELATED TO

FUKUDA VISIT TO DISABUSE JAPANESE OF IDEA THAT US WOULD FIND JAPAN'S OFFER FOR IMPROVEMENT ACCEPTABLE IF RESTRICTED PRIMARILY TO COMPUTERS AND FILM. OUR ESTIMATES ARE THAT LIKELY IMPACT OF JAPAN'S MEETING US REQUESTS ON PRODUCT CATEGORIES OTHER THAN FILM (84 MILLION DOLLARS US EXPORTS TO JAPAN IN 1976) AND COMPUTERS (276 MIL DOL) WOULD BE MUCH MORE SIGNIFICANT IN TRADE TERMS OVER THE LONGER RUN. FOR EXAMPLE, SCIENTIFIC AND CONTROLLING INSTRUMENTS (325 MIL DOL IN 1976 US EXPORTS TO JAPAN), MACHINE TOOLS AND OTHER NON-ELECTRICAL MACHINERY (204 MIL DOL), HOUSEHOLD APPLIANCES AND OTHER CONSUMER ELECTRONICS (136 MIL DOL), AND COMMUNICATION EQUIPMENT, ETC. (357 MIL DOL) ARE ALL AREAS WHERE US CURRENT EXPORTS AND SHARE OF IMPORTS ARE HIGH IN SPITE OF HIGH JAPANESE TARIFFS. WE BELIEVE THAT US COMPUTER SALES TO JAPAN ARE LIKELY TO CONTINUE TO GROW BECAUSE OF US TECHNOLOGICAL SUPERIORITY AND THAT KODAK'S STRONG INTERNATIONAL BUSINESS EXPERTISE WILL BE A MAJOR FACTOR IN FUTURE FILM EXPORTS TO JAPAN. OUR BELIEF IS THAT IN THE LONGER RUN BOUND JAPANESE TARIFF REDUCTIONS WILL BE A MORE IMPORTANT FACTOR IN THE OTHER PRODUCT SECTORS MENTIONED ABOVE.

3. DRAFTED BY MOORE. CULBERT

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
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Copy: SINGLE
Draft Date: 27 apr 1978
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Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
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ISecure: 1
Legacy Key: link1978/newtext/t19780411/aaaaairh.tel
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